

Message Text

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ACTION ARA-10

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R 072157Z SEP 76
FM AMEMBASSY BOGOTA
TO SECSTATE WASHDC 7178
INFO USDOC WASHDC
AMCONSUL CALI
AMCONSUL MEDELLIN
RUESBG /AMCONSUL BARRANQUILLA (BY POUCH)

UNCLAS BOGOTA 9083

E.O. 11652: N/A
TAGS: BEXP, CO
SUBJ: PROPOSED MICHIGAN IOGA TRADE MISSION

REF: 1) STATE 207682; 2) 75 BOGOTA 11126; 3) 75 MEDELLIN 0320

1. METALWORKING PRODUCT THEME IS WELL-SUITED FOR COLOMBIA. POST HAS SPONSORED SEVERAL HIGHLY SUCCESSFUL METALWORKING TRADE PROMOTION EVENTS IN THE LAST FEW YEARS, INCLUDING A MICHIGAN IOGA TRADE MISSION IN NOVEMBER 1975, AND A METALWORKING CATALOG SHOW IN APRIL 1976. THE CATALOG SHOW WAS SUBSEQUENTLY SENT TO CALI AND MEDELLIN WHERE THE RESPECTIVE CONSULATES STAGED WELL-ATTENDED SHOWS RESULTING IN A LARGE NUMBER OF TRADE LEADS. A WELL-DEVELOPED MARKET FOR METALWORKING EQUIPMENT EXISTS IN COLOMBIA AND THE GOC HAS REDUCED TARIFFS ON CAPITAL GOODS TO FIVE PER CENT OF THE CIF VALUE. POST BELIEVES THAT DUTIES WILL REMAIN LOW FOR THE IMMEDIATE FUTURE DUE TO GOC POLICY OF LIBERALIZING IMPORT RESTRICTIONS.

2. TENTATIVE TRADE MISSION DATES MAR 4-8, ARE ACCEPTABLE AND INVOLVE NO CONFLICT WITH POST COMMERCIAL ACTIVITIES.

3. POST ASSUMES THAT THIS MICHIGAN IOGA TRADE MISSION WILL NOT INCLUDE ANY OF THE U.S. BUSINESSMEN WHO WERE UNCLASSIFIED

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A PART OF THE LAST MICHIGAN IOGA TRADE MISSION IN

NOVEMBER 1975. WE REQUEST CLARIFICATION CONCERNING THE
THE TRADE MISSION SPONSORS. WILL THE MISSION BE OFGANIZED
BY NEW DETROIT-LASED WITH THE SUPPORT OF THE MICHIGAN DEPART-
MENT OF COMMERCE OR WILL THE TRADE MISSION BE ORGANIZED
DIRECTLY BY THE MICHIGAN DEPARTMENT OF COMMERCE? DURING THE
TRADE MISSION LAST NOVEMBER, A GREAT DEAL OF CONFUSION RESULTED
BECAUSE LASED ORGANIZED
THE MISSION AS PART OF A TROUR GROUP,
TOOK AUTONOMOUS ACTIONS FOR MISSION LOGISTICAL SUPPORT IN BOGOTA
WITHOUT NOTIFYING THE EMBASSY, AND GENERALLY CAUSED PROBLEMS
FOR THE EMBASSY AND CONSULATE IN MEDELLIN. POST WOULD APPRE-
CIATE IT IF COMMERCE WOULD POINT OUT TO MISSION ORGANIZERS
THAT ALL PREPARATIONS, QUESTIONS, ETC. CONCERNING THE MI-
SSION STOPS IN COLOMBIA SHOULD BE DIRECTED TO OR CHANNELED
THROUGH THE EMBASSY SO THAT WE CAN COORDINATE HE PREPARATIONS
MORE EFFICIENTLY.

4. POST ALSO RECOMMENDS THAT A SECOND STOP IN
COLOMBIA BE SCHEDULED FOR CALI MARCH 8-11 INSTEAD OF
MEDELLIN. THE MEDELLIN CONSULATE NOW HAS A VERY HEAVY
WORKLOAD AND, DUE TO CONFLICTS DURING MARCH 1977,
MEDELLIN WILL BE UNABLE TO SPONSOR THIS TRADE MISSION.

5. OVER 50 COLOMBAIN METALWORKING FIRMS ARE LOCATED
IN THE CALI AREA. THE REGIONAL REPRESENTATIVE FROM
THE TRADE ASSOCIATION OF METALWORKING INDUSTRIES
(FEDEMETAL) HAS EXPRESSED KEEN INTEREST IN A MISSION
OF THIS TYPE AND HAS PROMISED THEIR FULL SUPPORT.

6. POST WOULD APPRECIATE. DETAILS ABOUT MISSION
MEMBERS'PRODUCTS, MISSION ORGANIZERS, ETC. AS THEY
BECAME AVAILABE TO USDOC.
SANCHEZ

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